INPUT

4629

ORDER/INVOICE/FULFILLMENT

ORIGINATOR (SIGNATURE)	PREPARED BY: OllF	DATE: 4/22/16

<table>
<tr><td rowspan="6">ACTIVITY</td><td>☐ NEW ORDER</td><td>☐ FULFILLMENT ONLY</td><td colspan="2">COMMISSION TO:</td><td colspan="2">SOLD BY:</td><td>APPROVED</td></tr>
<tr><td>☑ CONTINUATION</td><td>☑ SINGLE INVOICING</td><td>Ollf</td><td>WD %</td><td>Ollf</td><td>60%</td><td>Ollf</td></tr>
<tr><td>☐ CHANGE ADD</td><td>☐ MULTI-INVOICING:</td><td></td><td>%</td><td></td><td>%</td><td>INITIAL</td></tr>
<tr><td>☐ CANCEL ON</td><td>NO. INVOICES _____</td><td></td><td>%</td><td></td><td>%</td><td>4/22/16</td></tr>
<tr><td>☐ SPECIAL:</td><td>☐ PENDING:</td><td></td><td>%</td><td></td><td>%</td><td>DATE</td></tr>
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<table>
<tr><td rowspan="8">PRODUCT</td><td>☐ SUBSCRIPTION</td><td>US ☐ UK PROJ. I.D/YEAR</td><td>TITLE OR DESCRIPTION</td><td>AMOUNT</td></tr>
<tr><td>☐ CUSTOM</td><td>YG79 / 10</td><td>YG79 ADDITIONAL WORK</td><td>$16,050</td></tr>
<tr><td>☐ MULTICLIENT</td><td></td><td></td><td></td></tr>
<tr><td>☐ REPORTS</td><td></td><td></td><td></td></tr>
<tr><td>☐ COPIES</td><td></td><td></td><td></td></tr>
<tr><td>☐ CONSULT./PRESENT.</td><td></td><td></td><td></td></tr>
<tr><td>☐ TAPES/MATERIALS</td><td></td><td></td><td></td></tr>
<tr><td>☐ REIMBURSED COSTS</td><td></td><td></td><td></td></tr>
</table>

CLIENT AUTH.

P.O. # _____ INPUT CONTRACT ☐ LETTER ☑ VERBAL ☐

ATTACH ALL AUTHORIZING DOCUMENTS TO WHITE (CONTRACT) COPY.

ORIGINATOR

SHIP TO:*
NAME _MRS. PATRICIA H. PRICE_
TITLE _MGR NEW BUSINESS DEV_
COMPANY _GTE DATA SERVICE_
ADDRESS _FIRST FLORIDA TOWER_
_PO 1548_
TAMPA FL 33601
PHONE (813) 224-3026

INVOICE TO: (IF DIFFERENT)
NAME _____
TITLE _____
COMPANY _____
ADDRESS _____
PHONE ( )

* ☐ Check here if more than one shipping address and attach names and addresses to green (fulfillment) copy.
* ☐ Check here for address change to mail list.

INVOICE

INVOICE TO READ: (FOR OTHER THAN STANDARD WORDING)
ADDITIONAL INTERVIEWS, AND CONSULTING AND ANALYSIS
ON PROJECT FLAMINGO.

SPECIAL INSTRUCTIONS FOR HANDLING, BILLING, STAGGERED OR DELAYED PAYMENTS, ETC.
BILL AT COMPLETION OF YG79

O.I.F. ONLY

INV. COMP.	BY:	DATE:	CLIENT #:	ORDER #:	INV. #:	MULTI-INVOICING ___ OF ___

ORIGINATOR/SHIPPING — **FULFILLMENT**

ITEM DESCRIPTION OR TITLE	NO.	BY	DATE	ITEM DESCRIPTION OR TITLE	NO.	BY	DATE

FULFILLMENT TO BE COMPLETED IN: ☐ PALO ALTO ☐ LONDON ☐ OTHER _____

R 1/81

TITLE _EXTENSION OF TGTG_

CLIENT _GTE DATA SERVICES_

CONTRACT: ATTACHED_____ TO FOLLOW_____ LETTER _V_ VERBAL_____

PROJECT LEADER _MuF_ CODE _4610_

DATE STARTED _____ PLANNED COMPLETION DATE_____

LEVEL OF EFFORT (Professional Man Days) _13 DAYS_

TOTAL CONTRACT VALUE: $ _40,000_

REVENUE DISTRIBUTION (% or $) INPUT US _100_ INPUT LTD_____

REIMBURSABLE EXPENSES: NO_____

                       YES _✓_

EXP. BUDGET_____   TO COVER: TRAV: ___/___
                                         TEL: _____
                                         RPT. PREP.: _____
                                         OTHER: _____

BILLING SCHEDULE DESCRIPTION _SPLIT 50/50_

PROJECT DESCRIPTION _ADDING TO TGTG IN_

THE AREA OF THE REVENUE AND

ADMISSION CONNECTION

_____

_____

_____

INDICATE TYPE OF CUSTOM WORK: REPORT_____ PRESENTATION _—_

          THANK YOU PACKAGE: YES_____   NO _—_

TITLE _EXTENSION OF YG79_

CLIENT _GTE DATA SERVICES_

CONTRACT: ATTACHED_____ TO FOLLOW_____ LETTER _✓_ VERBAL_____

PROJECT LEADER _MMF_   CODE _YG10_

DATE STARTED_____ PLANNED COMPLETION DATE_____

LEVEL OF EFFORT(Professional Man Days) _13 DAYS_

TOTAL CONTRACT VALUE: $ _$16,000_

REVENUE DISTRIBUTION (% or $) INPUT US _100_ INPUT LTD_____

REIMBURSABLE EXPENSES: NO____

                        YES _✓_

EXP. BUDGET_____   TO COVER: TRAV: _____
                                                TEL: _____
                                                RPT. PREP.: _____
                                                OTHER: _____

BILLING SCHEDULE DESCRIPTION _SPLIT 50/50_

PROJECT DESCRIPTION _ADDITION TO YG79 IN_

THE AREA OF EXTRA INTERVIEWS AND

ADDITIONAL CONSULTING.

_____

_____

_____

INDICATE TYPE OF CUSTOM WORK: REPORT_____ PRESENTATION _____

            THANK YOU PACKAGE: YES_____   NO _____

YG10.

July 2, 1986

Mr. D. W. Fostle
Vice President
INPUT
Parsippany Place Corporate Ctr.
Suite 201
959 Route 46 East
Parsippany, NY 07054

Dear Mr. Fostle:

Enclosed is a copy of your letter dated May 5, 1986 agreed to by A. R. Slade on behalf of GTE Data Services Incorporated.

If I may be of further assistance, please call me at (813) 224-8329.

Sincerely,

Drey V. Borowski

(Ms.) Drey V. Borowski
Legal Assistant

/kp

Enclosure

cc: P. Price

Y610

May 5, 1986

Mrs. Patricia H. Price
Manager-New Business Ventures
GTE Data Services
First Florida Tower
P.O. Box 1548
Tampa, Florida 33601

Dear Mrs. Price:

    This will confirm our arrangement whereby we will expand the "Flamingo" study to include an additional forty (40) respondents. These will be equally divided between TI and GTE respondents on the "user" questionnaire. These two groups will be analyzed separately from the main run of eighty (80) users. If the results are similar they will be merged with the main group. If different, they will be presented separately with appropriate emphasis on both the differences found and the similarities. All work will be along the same lines as that in our proposal dated March 25, 1986.

    The fee for this additional work will be $16,000.00 as we agreed and will be billed at the conclusion of the engagement. Thank you for thinking of INPUT.

Sincerely,
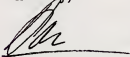
D. W. Fostle
Vice President

DWF/jh

May 5, 1986

Mrs. Patricia H. Price
Manager-New Business Ventures
GTE Data Services
First Florida Tower
P.O. Box 1548
Tampa, Florida 33601

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The fee for this additional work will be $16,000.00 as we agreed and will be billed at the conclusion of the engagement. Thank you for thinking of INPUT.

Sincerely,

D. W. Fostle
Vice President

DWF/jh

Agreed:
GTE Data Services Incorporated

By: _Arthur R. Slade_

Title: _Arthur R. Slade, Secretary_

Date: _7/1/86_

FLAMINGO - MIS

CONFIDENTIAL

INPUT QUESTIONNAIRE

| CATALOG. NO. | | | | | Y | C | 1 | 0 |

SIC. CODE
SIZE CODE
AREA CODE

STUDY TITLE:
STUDY CODE

TYPE OF INTERVIEW: ☐ VENDOR ☐ TELEPHONE

DATES: 0 6 | 0 9 | 8 6
M M D D Y Y

☐ USER ☐ ON-SITE
☐ MAIL

INTERVIEWER: _____

COMPANY: _____ CO. TYPE: _____

ADDRESS: _____ SALES: _____

_____ NO. EMPL: _____

_____

_____

INDUSTRY ☐
☐ DISCRETE MANUFACTURING ☐ UTILITIES ☐ INSURANCE
☐ PROCESS MANUFACTURING ☐ RETAIL ☐ GOVERNMENT - FEDERAL
☐ TRANSPORTATION ☐ BANKING ☐ GOVERNMENT - STATE & LOCAL
☐ MEDICAL ☐ WHOLESALE ☐ EDUCATION
☐ SERVICES ☐ OTHER

INTERVIEWS

| NAME | TITLE | TELEPHONE NO. |

MODIFIED

SUMMARY _____

_____

_____

_____

REFERENCES _____

_____

_____

FLAMINGO — PC/MIS MANAGEMENT
VERSION 1.1

Good morning (afternoon). This is _____ calling from INPUT, an international research and planning firm. We are currently engaged in a major national study designed to examine new and advanced uses of personal computers.

Through your participation you will have the opportunity to influence the development of future product and service offerings by a major vendor. Your identity and responses will remain completely confidential and will be used for statistical analysis only. In return for your cooperation we will send you an executive summary of the study so that you may compare your views on technology and applications with those of your peers. May we begin? Thank you.

INPUT

1. First, we need to understand if your firm is a user of <u>both</u> IBM mainframe systems and IBM personal computers or their plug-compatible, "clone" equivalents. Does your firm use IBM mainframes and IBM PC's? *or equivalents?*

    YES _____   NO _____   DK _____   NA _____

    REF _____

    INT: IF OTHER THAN YES, THANK RESPONDENT AND DISCONTINUE INTERVIEW.

2. Thank you. Now we would like to proceed to the mainframe software which you have installed. We would like to know which of the host software and communications facilities you are using now and plan to use in the next three years.

		NOW	3 YEARS
	The host operating system, MVS/XA or MVS	____	_____
3.	VM	____	_____
4.	DOS/VSE	____	_____
5.	TSO	____	_____
6.	CMS	____	_____
7.	IMS	____	_____
8.	CICS	____	_____
9.	DB 2/SQL	____	_____
10.	PROFS	____	_____
11.	DISSOSS	____	_____
12.	APPC (LU 6.2)	____	_____

INPUT

		NOW	3 YEARS

13. Third-party DBMS such as IDMS   _____   _____

14. IF YES TO 13: Which DBMS?   _____

15. Third Party software for linking non-IBM systems

    to IBM mainframes? (such as Wang or DEC to IBM),

    that is a package such as Soft-Switch?   _____   _____

16. SNA communications   _____   _____

17. Bisync communications   _____   _____

18. Asynchronous communications   _____   _____

19. X.25 through a public packet net?

19a. *X.25 through a private network ?*

20. *Private earth stations*
    19b. Moving now to the topic of microcomputers, about how many micros are currently in use

    in your organization?

    # _____   DK _____   NA _____   REF _____

21. About how many will be in use in three years?

    # _____   DK _____   NA _____   REF _____

22. Of those in use now, what proportion are IBM or IBM compatible?

    % _____   DK _____   NA _____   REF _____

23. Of those in use in three years, what proportion will be IBM or IBM compatible?

    % _____   DK _____   NA _____   REF _____

INPUT

Now we would like to move on to the types of micro connectivity in your organization if any. I will read five types of connectivity. Please tell me the percentage of your company's micro population which falls into each category. The total should be 100%, of course.

		NOW	3 YEARS
24.	Micros in a LAN or cluster with <u>no</u> host connectivity	_____	_____
25.	Micro in a LAN or cluster <u>with</u> host connectivity	_____	_____
26.	Micros linked to a host directly or via a controller	_____	_____
27.	Micros connected to minis	_____	_____
28.	Stand-alone micros	_____	_____

29. Thank you. Now I would like to describe to you several Personal Computer capabilities which may be unavailable at the present time or are only available in a limited fashion. In responding we would like you to rate how useful such a capability would be in the context of your company's needs. For this we will use a scale of one to five (1-5). On this scale one is defined as "not useful" while five is defined as "very useful."

First, how useful would it be to have a PC function as a telephone answering machine on our scale of one to five?

TELEPHONE ANSWERING MACHINE   1   2   3   4   5   DK _____

NA _____ REF _____

INPUT

30. Have a PC function as an automatic telephone dialer?

TELEPHONE DIALER   1   2   3   4   5   DK _____   NA _____

REF _____

31. Use your PC as a <u>voice mail</u> mail box to send and receive messages from other PC's or with a central voice mail system?

VOICE MAIL   1   2   3   4   5   DK _____   NA _____

REF _____

32. Have your PC translate text electronic mail messages to understandable voice messages so that you could receive electronic mail from any touch tone telephone without a special terminal?

TEXT/VOICE TRANSLATION   1   2   3   4   5   DK _____   NA _____

REF _____

33. Have a PC act like a FAX (facsimile) machine and be able to send and receive documents from or to FAX machines?

FAX CAPABILITY   1   2   3   4   5   DK _____   NA _____   REF _____

34. Use a FAX machine as an input device for a word processor on a PC instead of a keyboard?

FAX INPUT   1   2   3   4   5   DK _____   NA _____

REF _____

34a. Use a FAX machine as an input device for graphical material to a PC?

FAX GRAPHIC   1   2   3   4   5   DK _____   NA _____

REF _____

INPUT

35.   Use a FAX machine as a printer for text and graphics for a PC?

FAX PRINTER   1   2   3   4   5   DK _____   NA _____   REF _____

36.   Thank you. Now let's deal with a few more conventional functions for a moment. How useful — on the same one to five scale — would it be to access data bases from a PC on a company host computer?

DB ACCESS   1   2   3   4   5   DK _____   NA _____

REF _____

36a.   Access data bases using ordinary English so users would not have to learn special commands and techniques?

1   2   3   4   5   DK _____   NA _____   REF _____

37.   Access host-based applications?

HOST APPLICATIONS   1   2   3   4   5   DK _____   NA _____

REF _____

37a.   Access host applications using ordinary English so users would not have to learn special commands and techniques?

1   2   3   4   5   DK _____   NA _____   REF _____

38.   Control host-based jobs from a PC?

HOST CONTROL   1   2   3   4   5   DK _____   NA _____   REF _____

39.   Use a PC for electronic mail within your company?

IN-COMPANY E-MAIL   1   2   3   4   5   DK _____   NA _____

REF _____

40.   Use your PC for electronic mail outside your company?

OUT-COMPANY E-MAIL   1   2   3   4   5   DK _____   NA _____

REF _____

41.   I see. Now moving along to the area of text processing, we would like to have you

evaluate the usefulness of some text functions. Once again, certain of these functions are

quite advanced. While they may not be in common use, all are within the reach of today's

known technology.

First, how useful would it be to place pages of typewritten text into a PC using a special

scanner that eliminates keying in the text?

TEXT SCAN   1   2   3   4   5   DK _____   NA _____

REF _____

42.   Once the text is scanned into the PC, edit the text with an ordinary personal computer

word processing package?

TEXT EDIT   1   2   3   4   5   DK _____   NA _____

REF _____

43.   Store the scanned and edited text in a PC?

STORE TEXT   1   2   3   4   5   DK _____   NA _____

REF _____

44.   What department or departments would benefit most from the text functions we have

been describing.

DEPT(s) _____   DK _____   NA _____

REF _____

GIVE MORE SPACE FOR RESPONSE

INPUT

45. Store text on a mainframe computer in a library where it would be accessible by such criteria as date, title, author or subject with access under user control.

MAINFRAME STORAGE   1   2   3   4   5   DK _____   NA _____

REF _____

46. Store text files on a multi-user Office Automation system with appropriate security and access similar to the mainframe case?

O/A SYSTEM STORE   1   2   3   4   5   DK _____   NA _____

REF _____

47. Send and receive text documents from or to another PC in standard IBM DCA (Document Content Architecture) format so that these documents can be revised?

SEND/RECEIVE REVISABLE   1   2   3   4   5   DK _____

NA _____   REF _____

48. Send and receive documents from or to another PC in a form that cannot be easily revised?

SEND/RECEIVE NON-REVISE   1   2   3   4   5   DK _____   NA _____

REF _____

49. Send and receive documents in revisable form from standard office word processing systems such as Wang, DEC, Xerox and IBM?

O/A SEND-RECEIVE   1   2   3   4   5   DK _____   NA _____

REF _____

INPUT

50.   Send the output of a mainframe computer (such as a financial report) to a standard office
        automation system?

        MF OUTPUT TO O/A   1   2   3   4   5   DK _____   NA _____

        REF _____

51.   Send and receive documents between office automation systems from different vendors
        such as a DEC document to a Wang System?

        INTER-VENDOR TRANSM.   1   2   3   4   5   DK _____   NA _____

        REF _____

52.   Search the texts of stored documents for a particular word or phrase?

        TEXT SEARCH   1   2   3   4   5   DK _____   NA _____   REF _____

52a.   How useful would it be to have these "document translation" capabilities provided by an
        outside service company if the company could not offer them internally?

        1   2   3   4   5   DK _____   NA _____   REF _____

52b.   Why is that? _____

        _____

        _____

        _____

53.   Moving now to a related area we would like to focus on the processing of images/pictures,
        graphs, forms, signatures, logotypes and similar non-textual items.

        First, how useful would it be to be able to store in a personal computer a document with a
        signature?

        SIGNATURE   1   2   3   4   5   DK _____   NA _____

        REF _____

54. And how useful — on a one to five scale — would it be store a document on a letterhead?

LETTERHEAD   1   2   3   4   5   DK _____   NA _____

REF _____

55. How about a document with a letterhead and signature?

LETTERHEAD/SIGNATURE   1   2   3   4   5   DK _____   NA _____

REF _____

56. Using a scanning device, store in a PC a drawing or sketch?

DRAWING   1   2   3   4   5   DK _____   NA _____   DK _____

57. Modify or add to that drawing or sketch using an ordinary PC graphics package?

MODIFY DRAWING   1   2   3   4   5   DK _____   NA _____   REF _____

58. Alter the size or position of a drawing on a page?

ALTER DRAWING   1   2   3   4   5   DK _____   NA _____

REF _____

59. Position text or captions on a drawing?

TEXT ON DRAWING   1   2   3   4   5   DK _____   NA _____

REF _____

60. Send drawings or sketches to or from other personal computers?

1   2   3   4   5   DK _____   NA _____   REF _____

INPUT

61. Store and retrieve drawings or sketches on a mainframe computer in a library with appropriate security?

STORE ON MF   1   2   3   4   5   DK _____   NA _____   REF _____

62. Store and retrieve pages from books or magazines on a PC?

BOOK PAGES   1   2   3   4   5   DK _____   NA _____

REF _____

63. Store documents in scientific notation or foreign languages with non-english characters in their alphabets on a PC?

FOREIGN LANGUAGE   1   2   3   4   5   DK _____   NA _____

REF _____

63a. How useful would it be to have these image services provided by an outside service company if your company did not offer them internally?

1   2   3   4   5   DK _____   NA _____   REF _____

63b. Why is that? _____

_____

_____

_____

64. Thinking about these _image_ functions we have been describing, what department or departments would benefit most from them?

DEPT(s) _____   DK _____   NA _____

REF _____

-11-

65. We are now in our last area of product utility, that of combined text and image capability. How useful would you find it to combine various pieces of text and images on document pages in a PC?

COMBINED TEXT/IMAGE   1   2   3   4   5   DK _____   NA _____

REF _____

66. Using a scanning device, put documents with forms, images and text into a PC?

SCAN FORMS   1   2   3   4   5   DK _____   NA _____

REF _____

67. Be able to send or receive from other PC's documents combining images and text in editable form?

SEND/RCV. EDITABLE DOCUMENTS   1   2   3   4   5   DK _____

NA _____   REF _____

68. Be able to store combined image/text documents as a part of a library on a LAN file server ~~to use yourself~~ or to share with proper security?

LAN STORAGE   1   2   3   4   5   DK _____   NA _____   REF _____

69. Have the ability to store image and text as a part of a library on a central computer ~~for~~ *departmental* ~~your own use~~ and to share with others with proper security?

MF STORAGE   1   2   3   4   5   DK _____   NA _____   REF _____

69a. How useful would it be to have these combined text and image services provided by an outside service company if your company did not offer them?

1   2   3   4   5   DK _____   NA _____   REF _____

-12-

69b. Why is that? _____

_____

_____

_____

70. What department or departments would benefit most from combined image/text capability?

DEPT(s) _____   DK _____   NA _____

REF _____

71. In a slightly different vein, how useful would it be to be able to attach spoken (voice) explanations to images and text?

VOICE/IMAGES–TEXT   1   2   3   4   5   DK _____   NA _____

REF _____.

72. In terms of overall evaluation, how _important_ would it be to have for regular use in your organization the telephone-related capabilities we discussed earlier such as voice mail and answering machine capabilities? Please rate the importance of this class of capabilities on a scale of one to five with one being unimportant and five being very important.

PHONE CAPABILITY   1   2   3   4   5   DK _____   NA _____

REF _____

72a. How important will this be in the future, say in three years?

1   2   3   4   5   DK _____   NA _____   REF _____

72b. Why is that? _____

_____

_____

INPUT

73. Think now about the <u>image</u> capabilities — PC storage of images with a scanner, the ability to modify images and related capabilities — how important would these be in your company?

IMAGE CAPABILITY   1   2   3   4   5   DK _____   NA _____

REF _____

73a. How important will this be in the future, say in three years?

1   2   3   4   5   DK _____   NA _____   REF _____

73b. Why is that? _____

_____

_____

74. With respect to scanning text into a PC without using the keyboard, how important overall would this be in your company?

SCAN TEXT   1   2   3   4   5   DK _____   NA _____

REF _____

74a. How important will this be in the future, say in three years?

1   2   3   4   5   DK _____   NA _____   REF _____

74b. Why is that? _____

_____

_____

-14-

75.   Again on an overall basis, how important are the combined text/image capabilities we have been discussing?

IMAGE/TEXT   1   2   3   4   5   DK _____   NA _____

REF _____

75a.   How important will this be in the future, say in three years?

1   2   3   4   5   DK _____   NA _____   REF _____

75b.   Why is that? _____

_____

_____

76.   Thinking now about the cost for the complete range of voice, image, and text we have been discussing, how interested would you be in purchasing these additional capabilities for PC's if they cost $6,000 per PC? We are again using a one to five scale with one being "not very interested" and five being "very interested."

6K INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

76a.   About what proportion of your PC population could be justified for installation at this price point?

% _____   DK _____   NA _____   REF _____

77.   How interested would you be at $4,000 in purchasing these capabilities?

4K INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

INPUT

77a. About what proportion of your PC population could be justified for installation at this price point?

% _____ DK _____ NA _____ REF _____

78. What would your interest be at $2,000?

2K INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

78a. About what proportion of your PC population could be justified for installation at this price point?

% _____ DK _____ NA _____ REF _____

79. Thinking about the mainframe software needed to accomplish the translation, switching and storage functions of text and image we have been discussing, how interested would you be in acquiring such software — complete with installation and one year of free maintenance for $100,000? *$125,000* *to operate on an existing IBM mainframe?*

125
$~~100~~K INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

80. How interested would you be at ~~$75,000~~? *$100,000*

100 Kus
$~~75~~K INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

81. At ~~$50,000~~ *$75,000* how interested would you be in purchasing these capabilities for your users?

75K
$~~50~~K INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

-16-

82. And lastly, at ~~$25,000~~ *$50,000* how interested would you be?

$50K
~~$25K~~ INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

83. If it were necessary to have CICS installed and operational before the software could be used how interested would you be?

CICS INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

83a. Why is that? _____

_____

_____

84. If it were necessary to have DISSOSS installed and operational before the software could be used what would be your level of interest?

1   2   3   4   5   DK _____   NA _____   REF _____

84a. Why is that? _____

_____

_____

85. If it were necessary to have both CICS and DISSOSS installed and operational?

1   2   3   4   5   DK _____   NA _____   REF _____

THANK YOU THERE ARE JUST A FEW MORE QUESTIONS

INPUT

86.   At how many mainframe sites would it be necessary to make such an installation to provide a proper level of service to your users?

SITE # _____   DK _____   NA _____   REF _____

87.   If it were possible to bundle all necessary software together with a small independent processor (such as a 43XX) and operate it separately from your main systems how interested would you be?

1   2   3   4   5   DK _____   NA _____   REF _____

87a.   Why is that? _____

_____

_____

Thank you. That completes the interview. We greatly appreciate your cooperation and hope you have enjoyed the opportunity to respond to some advanced PC applications. At the conclusion of the study we will be sending you a brief summary of the results so that you can compare your responses with those of other PC users.

INPUT

INPUT QUESTIONNAIRE

CATALOG. NO. [ ][ ][ ][ ][Y][c][1][0]
SIC. CODE
SIZE CODE
AREA CODE
STUDY CODE
DATES [0][ ][ ][ ][8][6]
MM DD Y Y

STUDY TITLE:
TYPE OF INTERVIEW: ☐ VENDOR ☒ TELEPHONE
☐ USER ☐ ON-SITE
☐ MAIL

INTERVIEWER:_____

COMPANY: _____

ADDRESS: _____ SALES: _____

_____ NO. EMPL: _____

_____

_____

INDUSTRY ☐
☐ DISCRETE MANUFACTURING   ☐ UTILITIES   ☐ INSURANCE
☐ PROCESS MANUFACTURING   ☐ RETAIL   ☐ GOVERNMENT - FEDERAL
☐ TRANSPORTATION   ☐ BANKING   ☐ GOVERNMENT - STATE & LOCAL
☐ MEDICAL   ☐ WHOLESALE   ☐ EDUCATION
☐ SERVICES   ☐ OTHER

INTERVIEWS

NAME	TITLE	TELEPHONE NO.
_____	_____	_____
_____	_____	_____
_____	_____	_____

SUMMARY_____

_____

_____

_____

_____

REFERENCES_____

_____

_____

FLAMINGO — PC/MIS MANAGEMENT

VERSION 1.1

Good morning (afternoon). This is _____ calling from
INPUT, an international research and planning firm. We are currently
engaged in a major national study designed to examine new and advanced
uses of personal computers.

Through your participation you will have the opportunity to influence the
development of future product and service offerings by a major vendor.
Your identity and responses will remain completely confidential and will be
used for statistical analysis only. In return for your cooperation we will send
you an executive summary of the study so that you may compare your
views on technology and applications with those of your peers. May we
begin? Thank you.

1. First, we need to understand if your firm is a user of <u>both</u> IBM mainframe systems and IBM personal computers or their plug-compatible, "clone" equivalents. Does your firm use IBM mainframes and IBM PC's or equivalents?

   YES _____ NO _____ DK _____ NA _____

   REF _____

   (INT: IF OTHER THAN YES, THANK RESPONDENT AND DISCONTINUE INTERVIEW.)

2. Thank you. Now we would like to proceed to the mainframe software which you have installed. We would like to know which of the host software and communications facilities you are using now and plan to use in the next three years.

	NOW	3 YEARS
The host operating system, MVS/XA or MVS	____	_____
3. VM	____	_____
4. DOS/VSE	____	_____
5. TSO	____	_____
6. CMS	____	_____
7. IMS	____	_____
8. CICS	____	_____
9. DB 2/SQL	____	_____
10. PROFS	____	_____
11. DISSOSS	____	_____
12. APPC (LU 6.2)	____	_____

INPUT

		NOW	3 YEARS

13. Third-party DBMS such as IDMS _____ _____

14. IF YES TO 13: Which DBMS? _____

15. Third Party software for linking non-IBM systems
    to IBM mainframes? (such as Wang or DEC to IBM),
    that is a package such as Soft-Switch? _____ _____

16. SNA communications _____ _____

17. Bisync communications _____ _____

18. Asynchronous communications _____ _____

19. X.25 through a public packet net _____ _____

19a. X.25 through a private network _____ _____

19b. Private earth stations _____ _____

20. Moving now to the topic of microcomputers, about how many micros are currently in use
    in your organization?

    \# _____ DK _____ NA _____ REF _____

21. About how many will be in use in three years?

    \# _____ DK _____ NA _____ REF _____

22. Of those in use now, what proportion are IBM or IBM compatible?

    % _____ DK _____ NA _____ REF _____

23. Of those in use in three years, what proportion will be IBM or IBM compatible?

    % _____ DK _____ NA _____ REF _____

INPUT

Now we would like to move on to the types of micro connectivity in your organization if any. I will read five types of connectivity. Please tell me the percentage of your company's micro population which falls into each category. The total should be 100%, of course.

	NOW	3 YEARS
24. Micros in a LAN or cluster with <u>no</u> host connectivity	_____	_____
25. Micro in a LAN or cluster <u>with</u> host connectivity	_____	_____
26. Micros linked to a host directly or via a controller	_____	_____
27. Micros connected to minis	_____	_____
28. Stand-alone micros	_____	_____

29. Thank you. Now I would like to describe to you several Personal Computer capabilities which may be unavailable at the present time or are only available in a limited fashion. In responding we would like you to rate how useful such a capability would be in the context of your company's needs. For this we will use a scale of one to five (1-5). On this scale one is defined as "not useful" while five is defined as "very useful."

First, how useful would it be to have a PC function as a telephone answering machine on our scale of one to five?

TELEPHONE ANSWERING MACHINE   1   2   3   4   5   DK _____

NA _____ REF _____

30. Have a PC function as an automatic telephone dialer?

TELEPHONE DIALER   1   2   3   4   5   DK _____   NA _____

REF _____

31. Use your PC as a <u>voice mail</u> mail box to send and receive messages from other PC's or with a central voice mail system?

VOICE MAIL   1   2   3   4   5   DK _____   NA _____

REF _____

32. Have your PC translate text electronic mail messages to understandable voice messages so that you could receive electronic mail from any touch tone telephone without a special terminal?

TEXT/VOICE TRANSLATION   1   2   3   4   5   DK _____   NA _____

REF _____

33. Have a PC act like a FAX (facsimile) machine and be able to send and receive documents from or to FAX machines?

FAX CAPABILITY   1   2   3   4   5   DK _____   NA _____   REF _____

34. Use a FAX machine as an input device for a word processor on a PC instead of a keyboard?

FAX INPUT   1   2   3   4   5   DK _____   NA _____

REF _____

34a. Use a FAX machine as an input device for graphical material to a PC?

FAX GRAPHIC   1   2   3   4   5   DK _____   NA _____

REF _____

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35. Use a FAX machine as a printer for text and graphics for a PC?

FAX PRINTER   1   2   3   4   5   DK _____   NA _____   REF _____

36. Thank you. Now let's deal with a few more conventional functions for a moment. How useful — on the same one to five scale — would it be to access data bases from a PC on a company host computer?

DB ACCESS   1   2   3   4   5   DK _____   NA _____

REF _____

36a. Access data bases using ordinary English so users would not have to learn special commands and techniques?

1   2   3   4   5   DK _____   NA _____   REF _____

37. Access host-based applications?

HOST APPLICATIONS   1   2   3   4   5   DK _____   NA _____

REF _____

37a. Access host applications using ordinary English so users would not have to learn special commands and techniques?
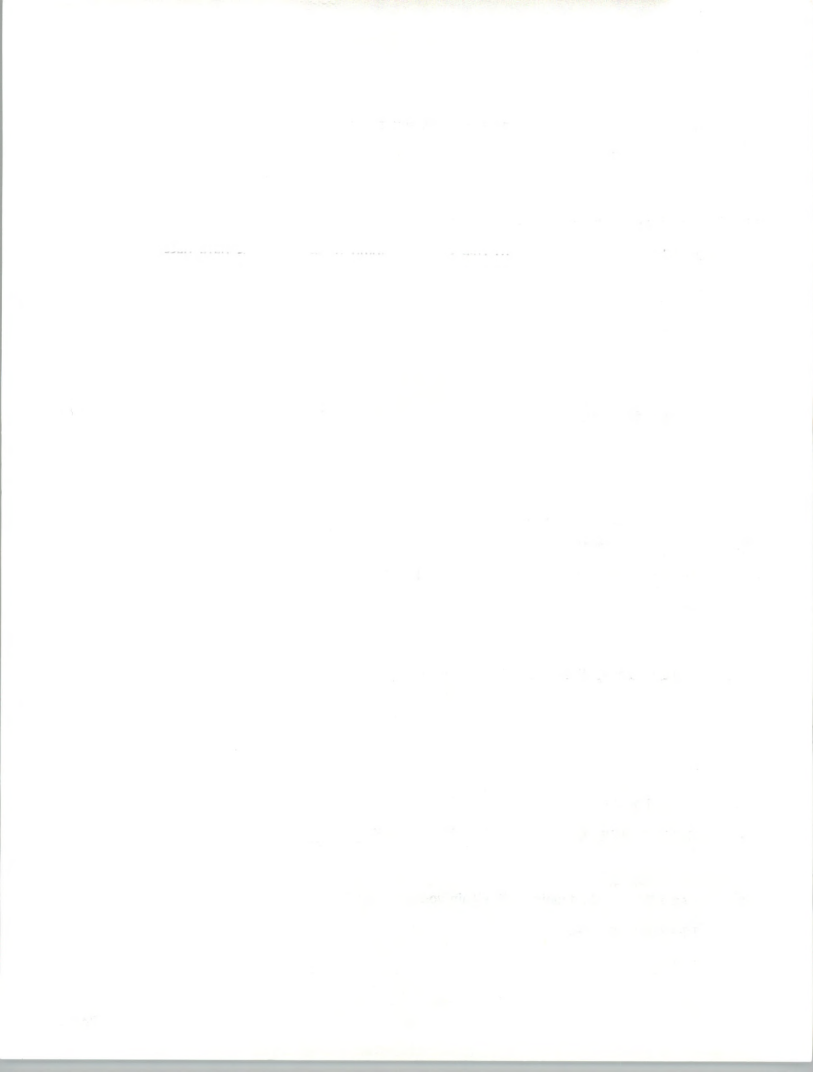
1   2   3   4   5   DK _____   NA _____   REF _____

38. Control host-based jobs from a PC?

HOST CONTROL   1   2   3   4   5   DK _____   NA _____   REF _____

39. Use a PC for electronic mail within your company?

IN-COMPANY E-MAIL   1   2   3   4   5   DK _____   NA _____

REF _____

40. Use your PC for electronic mail outside your company?

OUT-COMPANY E-MAIL   1   2   3   4   5   DK _____   NA _____

REF _____

41. I see. Now moving along to the area of text processing, we would like to have you evaluate the usefulness of some text functions. Once again, certain of these functions are quite advanced. While they may not be in common use, all are within the reach of today's known technology.

First, how useful would it be to place pages of typewritten text into a PC using a special scanner that eliminates keying in the text?

TEXT SCAN   1   2   3   4   5   DK _____   NA _____

REF _____

42. Once the text is scanned into the PC, edit the text with an ordinary personal computer word processing package?

TEXT EDIT   1   2   3   4   5   DK _____   NA _____

REF _____

43. Store the scanned and edited text in a PC?

STORE TEXT   1   2   3   4   5   DK _____   NA _____

REF _____

44. What department or departments would benefit most from the text functions we have been describing?

DEPT(s) _____

DK _____   NA _____   REF _____

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45. Store text on a mainframe computer in a library where it would be accessible by such criteria as date, title, author or subject with access under user control.

MAINFRAME STORAGE   1   2   3   4   5   DK _____   NA _____

REF _____

46. Store text files on a multi-user Office Automation system with appropriate security and access similar to the mainframe case?

O/A SYSTEM STORE   1   2   3   4   5   DK _____   NA _____

REF _____

47. Send and receive text documents from or to another PC in standard IBM DCA (Document Content Architecture) format so that these documents can be revised?
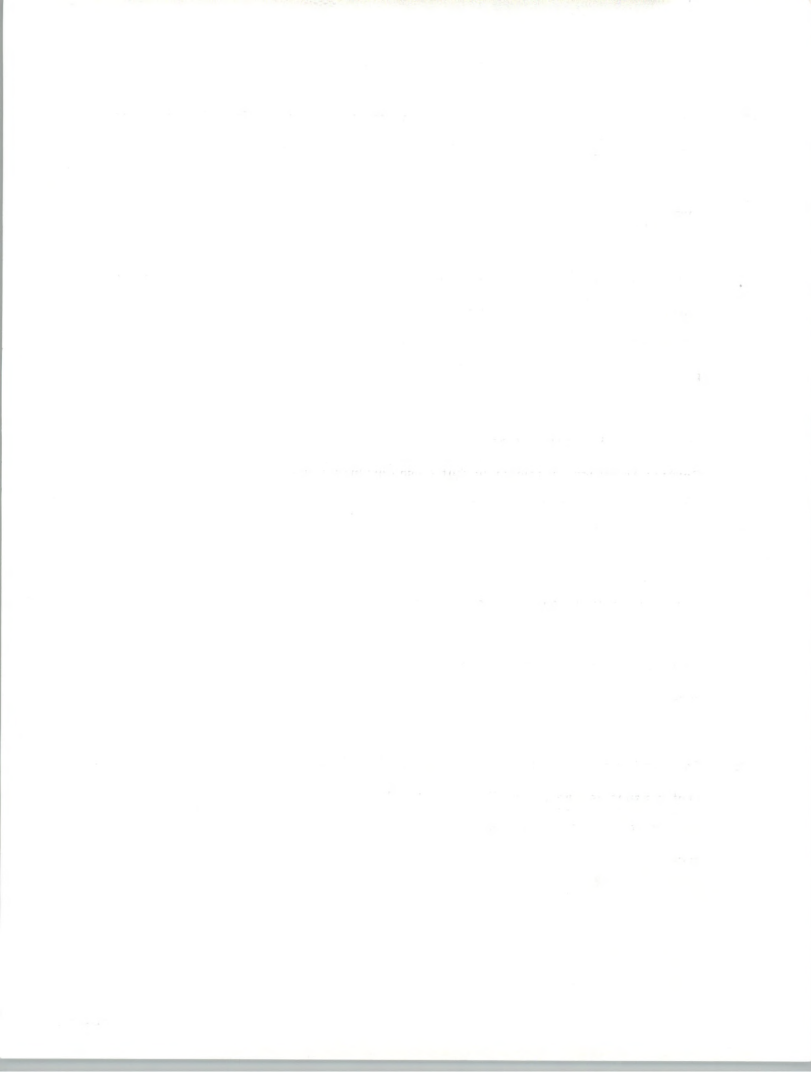
SEND/RECEIVE REVISABLE   1   2   3   4   5   DK _____

NA _____   REF _____

48. Send and receive documents from or to another PC in a form that cannot be easily revised?

SEND/RECEIVE NON-REVISE   1   2   3   4   5   DK _____   NA _____

REF _____

49. Send and receive documents in revisable form from standard office word processing systems such as Wang, DEC, Xerox and IBM?

O/A SEND-RECEIVE   1   2   3   4   5   DK _____   NA _____

REF _____

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50. Send the output of a mainframe computer (such as a financial report) to a standard office automation system?

MF OUTPUT TO O/A   1   2   3   4   5   DK _____   NA _____

REF _____

51. Send and receive documents between office automation systems from different vendors such as a DEC document to a Wang System?

INTER-VENDOR TRANSM.   1   2   3   4   5   DK _____   NA _____

REF _____

52. Search the texts of stored documents for a particular word or phrase?

TEXT SEARCH   1   2   3   4   5   DK _____   NA _____   REF _____

52a. How useful would it be to have these "document translation" capabilities provided by an outside service company if the company did not offer them internally?

1   2   3   4   5   DK _____   NA _____   REF _____

52b. Why is that? _____

_____

_____

_____

53. Moving now to a related area we would like to focus on the processing of images—pictures, graphs, forms, signatures, logotypes and similar non-textual items.

First, how useful would it be to be able to store in a personal computer a document with a signature?

SIGNATURE   1   2   3   4   5   DK _____   NA _____

REF _____

INPUT

54. And how useful — on a one to five scale — would it be store a document on a letterhead?

LETTERHEAD   1   2   3   4   5   DK _____   NA _____

REF _____

55. How about a document with a letterhead and signature?

LETTERHEAD/SIGNATURE   1   2   3   4   5   DK _____   NA _____

REF _____

56. Using a scanning device, store in a PC a drawing or sketch?

DRAWING   1   2   3   4   5   DK _____   NA _____   DK _____

57. Modify or add to that drawing or sketch using an ordinary PC graphics package?

MODIFY DRAWING   1   2   3   4   5   DK _____   NA _____   REF _____

58. Alter the size or position of a drawing on a page?

ALTER DRAWING   1   2   3   4   5   DK _____   NA _____

REF _____

59. Position text or captions on a drawing?

TEXT ON DRAWING   1   2   3   4   5   DK _____   NA _____

REF _____

60. Send drawings or sketches to or from other personal computers?

1   2   3   4   5   DK _____   NA _____   REF _____

61. Store and retrieve drawings or sketches on a mainframe computer in a library with appropriate security?

STORE ON MF   1   2   3   4   5   DK _____   NA _____   REF _____

62. Store and retrieve pages from books or magazines on a PC?

BOOK PAGES   1   2   3   4   5   DK _____   NA _____
REF _____

63. Store documents in scientific notation or foreign languages with non-english characters in their alphabets on a PC?

FOREIGN LANGUAGE   1   2   3   4   5   DK _____   NA _____
REF _____

63a. How useful would it be to have these image services provided by an outside service company if your company did not offer them internally?

1   2   3   4   5   DK _____   NA _____   REF _____

63b. Why is that? _____
_____
_____
_____

64. Thinking about these image functions we have been describing, what department or departments would benefit most from them?

DEPT(s) _____

DK _____   NA _____   REF _____

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65. We are now in our last area of product utility, that of combined text and image capability. How useful would you find it to combine various pieces of text and images on document pages in a PC?

COMBINED TEXT/IMAGE   1   2   3   4   5   DK _____   NA _____

REF _____

66. Using a scanning device, put documents with forms, images and text into a PC?

SCAN FORMS   1   2   3   4   5   DK _____   NA _____

REF _____

67. Be able to send or receive from other PC's documents combining images and text in editable form?

SEND/RCV. EDITABLE DOCUMENTS   1   2   3   4   5   DK _____

NA _____   REF _____

68. Be able to store combined image/text documents as a part of a library on a LAN file server with proper security?

LAN STORAGE   1   2   3   4   5   DK _____   NA _____   REF _____

69. Have the ability to store image and text as a part of a library on a central computer to share with others with proper security?

MF STORAGE   1   2   3   4   5   DK _____   NA _____   REF _____

69a. How useful would it be to have these combined text and image services provided by an outside service company if your company did not offer them internally?

1   2   3   4   5   DK _____   NA _____   REF _____

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69b. Why is that? _____

_____

_____

_____

70. What department or departments would benefit most from combined image/text capability?

DEPT(s) _____

DK _____   NA _____   REF _____

71. In a slightly different vein, how useful would it be to be able to attach spoken (voice)

explanations to images and text?

VOICE/IMAGES-TEXT   1   2   3   4   5   DK _____   NA _____

REF _____

72. In terms of overall evaluation, how <u>important</u> would it be to have for regular use in your

organization the telephone-related capabilities we discussed earlier such as voice mail and

answering machine capabilities? Please rate the importance of this class of capabilities

on a scale of one to five with one being unimportant and five being very important.

PHONE CAPABILITY   1   2   3   4   5   DK _____   NA _____

REF _____

72a. How important will this be in the future, say in three years?

1   2   3   4   5   DK _____   NA _____   REF _____

72b. Why is that? _____

_____

_____

INPUT

73. Thinking now about the <u>image</u> capabilities — PC storage of images with a scanner, the ability to modify images and related capabilities — how important would these be in your company?

IMAGE CAPABILITY   1   2   3   4   5   DK _____   NA _____

REF _____

73a. How important will this be in the future, say in three years?

1   2   3   4   5   DK _____   NA _____   REF _____

73b. Why is that? _____

_____

_____

74. With respect to scanning text into a PC without using the keyboard, how important overall would this be in your company?

SCAN TEXT   1   2   3   4   5   DK _____   NA _____

REF _____

74a. How important will this be in the future, say in three years?

1   2   3   4   5   DK _____   NA _____   REF _____

74b. Why is that? _____

_____

_____

INPUT

75. Again on an overall basis, how important are the combined text/image capabilities we have been discussing?

IMAGE/TEXT   1   2   3   4   5   DK _____   NA _____

REF _____

75a. How important will this be in the future, say in three years?

1   2   3   4   5   DK _____   NA _____   REF _____

75b. Why is that? _____
_____
_____

76. Thinking now about the cost for the complete range of voice, image, and text we have been discussing, how interested would you be in purchasing these additional capabilities for PC's if they cost $6,000 per PC? We are again using a one to five scale with one being "not very interested" and five being "very interested."

6K INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

76a. About what proportion of your PC population could be justified for installation at this price point?

% _____   DK _____   NA _____   REF _____

77. How interested would you be at $4,000 in purchasing these capabilities?

4K INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

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77a. About what proportion of your PC population could be justified for installation at this price point?

% _____ DK _____ NA _____ REF _____

78. What would your interest be at $2,000?

2K INTEREST   1   2   3   4   5   DK _____   NA _____
REF _____

78a. About what proportion of your PC population could be justified for installation at this price point?

% _____ DK _____ NA _____ REF _____

79. Thinking about the mainframe software needed to accomplish the translation, switching and storage functions of text and image we have been discussing, how interested would you be in acquiring such software — complete with installation and one year of free maintenance for $125,000 to operate on an existing IBM mainframe?

$125K INTEREST   1   2   3   4   5   DK _____   NA _____
REF _____

80. How interested would you be at $100,000?

$100K INTEREST   1   2   3   4   5   DK _____   NA _____
REF _____

81. At $75,000 how interested would you be in purchasing these capabilities for your users?

$75K INTEREST   1   2   3   4   5   DK _____   NA _____
REF _____

INPUT

82. And lastly, at $50,000 how interested would you be?

$50K INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

83. If it were necessary to have CICS installed and operational before the software could be used how interested would you be?

CICS INTEREST   1   2   3   4   5   DK _____   NA _____

REF _____

83a. Why is that? _____

_____

_____

84. If it were necessary to have DISSOSS installed and operational before the software could be used what would be your level of interest?

1   2   3   4   5   DK _____   NA _____   REF _____

84a. Why is that? _____

_____

_____

85. If it were necessary to have both CICS and DISSOSS installed and operational?

1   2   3   4   5   DK _____   NA _____   REF _____

THANK YOU THERE ARE JUST A FEW MORE QUESTIONS

86. At how many mainframe sites would it be necessary to make such an installation to provide a proper level of service to your users?

SITE # _____ DK _____ NA _____ REF _____

87. If it were possible to bundle all necessary software together with a small independent processor (such as a 43XX) and operate it separately from your main systems how interested would you be?

1   2   3   4   5   DK _____ NA _____ REF _____

87a. Why is that? _____

_____

_____

Thank you. That completes the interview. We greatly appreciate your cooperation and hope you have enjoyed the opportunity to respond to some advanced PC applications. At the conclusion of the study we will be sending you a brief summary of the results so that you can compare your responses with those of other PC users.

INPUT

March 25, 1986

YGT9810

Mrs. Patricia H. Price
Manager-New Business Ventures
GTE Data Services
First Florida Tower
P.O. Box 1548
Tampa, Florida 33601

Dear Mrs. Price:

Based on last week's meeting with you, Paul Heller and your venture associates
we at INPUT have prepared this proposal to assist in the assessment of the oppor-
tunity. Since those meetings we have also received and reviewed the study materials
provided by your associates and have formulated a plan which we believe will:

1. Provide confirmation/disconfirmation of the need for a joint relation-
    ship.

2. Calibrate the market need for products and services which you might
    offer jointly and that GTEDS might offer individually.

3. Form a baseline market calibration which can be expanded, segmented
    and refined if the opportunity should prove favorable.

Of the for major tasks identified in the meeting of March 19, 1986 in Tampa this
proposal relates principally to item II, Market Analysis but by necessity also relates
to itme I, Product and Services Definition. The essence of the task may be described
as a test with "users" of the attractiveness and utility of the proposed products
and services.

INPUT'S UNDERSTANDING

We understand the GTEDS believes there is significant commercial potential in
a combination of:

1. A new input device for graphics and text
2. Software for the conversion of incompatible data systems to compatible
    formats.
3. Mainframe storage of converted and unconverted data.
4. Communications between devices requiring the above capabilities.

We further understand that there are material questions as to the mode in which
such services/products may be delivered. These would include the possibility of
a pure service offering in which the capabilities would be resident of GTE systems
and sold to other parties on a usage basis. Another possibility would be that the
capability would be sold as a "package" for installation on the buyer's system or
systems. A third possibility would be some combination of sale and service, perhaps
related to usage and the geographic distribution of that usage.

INPUT notes that the combination of hardware, software and communication envisioned by GTEDS provides a number of unique advantages in combination that are not available from the individual elements. Among these are:

1. A modified "E-mail" service in wich it is possible to store, manipulate and transmit both text and graphics.

2. A movement from "screen-oriented" to "paper-oriented" instantaneous document transmission.

3. An implied manipulability of graphics as flexible as current text manipulation.

4. Digitzed voice commentary.

5. A removal of previous device compatibility barriers, at least with respect to transmission of text.

6. An offering consonant with IBM system architecture and communications defacto standards.

While by no means exhaustive, the above list does set forth certain capabilities which may prove advantageous. In essence the proposed offering combines elements of facsimile, in-house publishing, electronic mail, personal computing and main-frame computing. It is further known to be in line with a certain general trends which include:

1. A desire for interconnection between large and small systems.

2. Increasing use of electronic document transmission.

3. Growing interest in graphics system and capabilities.

4. Greater need to allow communications between previously incompatible systems.

In the context of this understanding INPUT sets forth its proposal for calibrating the opportunity.

STUDY METHOD

It is axiomatic in testing the concepts involved in a product on service offering that the views of actual or potential users and decision makers must be taken into full account. In this instance it is believed that the most likely market in which there is a need for the proposed service is in large corporations. This is deemed likely for the following reasons:

1. Extremely high concentration of IBM mainframe equipment, a necessary pre-condition for the offering.

2. Extremely high incidence of personal computers, another pre-condition.

3. Geographic dispersion of facilities, a desirable characteristic.

4. Diverse types of "ad hoc" DP equipment installations, a necessary pre-condition for the software component.

5. The vast majority of information services and DP expenditures occur among these firms. This implies that on a "per contact" basis revenue potential is maximized.

While a preliminary definition of the desirable universe of firms is derivable with ease, a more difficult task is the determination of interviewee. A complex system of the type envisioned could be installed at a central site and "imposed" upon users. Alternatively, users could "demand" certain capabilities of the system if known to them. In reality, successful adoptions of complex technology require the intersection of user needs and central responses. Accordingly, we propose to interview both central management and dispersed users for this study. In the interests of minimum execution time and reasonable expense we propose that such interviews be conducted by telephone and in a standard format to be agreed upon by GTEDS and INPUT.

Contents of the interview should focus on the need, importance of that need and likely timing of implementation of each component of the proposed offering. This is most efficiently accomplished by scalar rating techniques. For example, "How important (on a scale of 1 to 5) is it that you be able to store graphics and text documents on your personal computer?" or How important is it that you be able to store graphics and text documents on a central system?" A thoroughly developed protocol will allow the development of a needs inventory against which the proposed product/service may be matched.

When the needs inventory is combined with site related data such as equipment installed and services used and with respondent data such as job function, a relatively clear picture of the viability of the product/service will emerge, one sufficient to allow determination of both the "goodness" of the project and its likely scale and sope.

For the preliminary market analysis phase, INPUT recommends that a total of 120 interviews be conducted. These will be allocated as 80 user interviews, i.e. PC users in large company departments and 40 central management interviews, these latter comprised of MIS or O/A management. The appropriateness of the interviews will be guarded by a carefully developed screening protocol and GTEDS will have access to the titles of respondents on an individual basis.

Through the use of appropriate analytical techniques, GTEDS will understand at the conclusion of the engagement the:

1. Product/Service characteristics most in demand.

2. Functions/tasks most in need of those capabilities.

3. Likely rate of growth for demand.

4. Most suitable delivery mode for service.

5. Commercial viability and scale (which imply and appropirate level of investment, if any).

INPUT wishes to emphasize the imperative need to develop a full inventory of service features and capabilities. While this is currently well understood for the "input device" it is much less well understood by us in the software

3.

and communications aspects of the service. Effective execution of this study has as a given a full service inventory. In our view, this topic needs immediate attention.

ROLE OF EXISTING RESEARCH

Research provided by the potential venture partner shows positive signs of demand for the input device. While this is certainly encouraging, this work was necessarily silent on the device in the context of GTEDS more complete service offering. Accordingly, there will be some need to re-test the input device as a part of a larger system and determine its relationship to that system. Accordingly, we believe that the existing research, while encouraging, does not reflect directly on GTEDS business case or the potential of the expanded offering.

WORKING RELATIONSHIP & DELIVERABLES

During the course of this engagement INPUT will:

1.   Assist GTEDS in the development of the service inventory.

2.   Assist (as requested) in developing cost data.

3.   Generate two related questionnaires for MIS management and users for GTEDS approval.

4.   Administer said questionnaires by telephone interview to 40 MIS/OA managers in large firms by random selection and to 80 PC users.

5.   Analyze the data gathered to the above points with an emphasis on comparisons between the two groups.

6.   Present the results of the analysis to GTEDS management with re-commendations for action and rationale for those recommendations.

7.   Work closely with members of the project team during the engagement and keep GTEDS fully apprised of study direction and interim findings.

SCHEDULE & FEES

INPUT believes that the survey portion of this engagement to include questionnaire development, sample selection, interviews and analysis can be accomplished within six weeks from the availability of the service inventory mentioned above. During the engagement GTEDS will be apprised of interim findings to assist in decision making processes and the relationship with the potential partner.
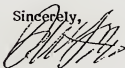
The fee for the engagement will be $38,750 payable in two installments of $19,375, the first at the onset of the engagement and the second at completion. Expenses for travel, expedited delivery services, extra copies and kindred items (if any) are billed at the completion of the engagement and at cost. Expenses in excess of 5% of the project fee will not be incurred without the permission of the GTEDS project supervisor. Fees shall be due and payable within 30 days of invoice date.

4.

CONCLUSION

We look forward to working with GTEDS on this demanding market analysis
assignment and related tasks. For your convenience an authorization block
as been provided. Simply sign appropriately and return this document to the
letterhead address. Should there be any questions, please contact the undersigned.

Sincerely,

D. W. Fostle
Vice President

Accepted by GTE Data Services:

Name: _____

Title: _____

Date: _____

Signature: _____

Accepted by INPUT:

Name: _____

Title: _____

Date: _____

Signature: _____

INPUT®   STORAGE

CONTENTS/DESCRIPTION

PROJECT FILES

DATED FROM: _____ 1985 _____ **TO:** _____ 1986 _____

CODES:

YG11	YQAD	YSPR
YGBC	YR22/YR23	YSPZ
YGS2	YSAV	YCB4
YGTO	YSNU	YCR2
YIMZ	YSNY	YGDS 1986
YPCS	YSOU	YGT7/YGT8/YGT9
YPS9	YSPC	YGT9
		YG10

STORED: [X] Warehouse

☐ Other _____

DESTROY (Refer Policy ADM 131) __12__ / __97__
                                          Month   Year

ADM 131/01

    INPUT